



# German-Macedonian Business Summit

12 June 2025

Hotel DoubleTree by Hilton, Skopje



**AHK**

Delegation der Deutschen  
Wirtschaft in Nordmazedonien  
Делегација на германското  
стопанство во Северна Македонија



**DMWV**

Deutsch-Mazedonische  
Wirtschaftsvereinigung  
Македонско Германско  
Стопанско Здружение



# First Summit of the German-Macedonian Business Community

- **A New Platform for Strengthening German-Macedonian Economic Cooperation**
  - This milestone event represents a key moment in the celebration of the **25th anniversary of both the AHK North Macedonia** and the **German-Macedonian Business Association (DMWV)**, highlighting a significant achievement in the longstanding partnership and successful economic development between our countries.
  - Bringing together high-ranking representatives from business, politics and institutions, the **German-Macedonian Business Summit** provides a unique opportunity to gain valuable insights, collaboratively develop strategies and forge new partnerships.
- 📌 **Review & Achievements:** Reflecting on the progress and key milestones of German-Macedonian economic relations to date.
- 📌 **Opportunities & Potential:** Identifying the most important growth opportunities and future perspectives.
- 📌 **Challenges & Solutions:** Addressing existing challenges and outlining necessary conditions for future success.

Together, we are shaping the future of German-Macedonian economic relations!





# German-Macedonian Business Cooperation

For a quarter of a century, AHK North Macedonia and the DMWV have played a key role in the successful development of German-Macedonian economic relations through their ongoing activities.

- **Currently, over 200 German companies** are operating in North Macedonia. German investments in the country span diverse sectors, including the production of high-quality components for the automotive industry, train and bus seating, medical equipment, specialized workwear, and household electronics. Additionally, German service providers are present in areas such as technology, logistics, education, and healthcare.
- **German investments** provide approximately **28,000 jobs** across North Macedonia.
- **The vocational training program** since 2018 has trained over **750 high school students** as mechatronics technicians and production mechanics through the dual system, in accordance with German standards.
- **Trade** between the two countries has increased by approximately **800%** since 2000, with North Macedonia now maintaining a positive trade surplus with Germany.
- **Exports** to Germany have increased by more than **tenfold** in the same period. **Almost half of the Macedonian** total export goes to Germany today, produced by German investors in North Macedonia and the local suppliers for the German industry and retail sectors.



# Organizers



## AHK North Macedonia

- Part of the global German Chamber AHK network with 150 locations in 93 countries.
- Advises, supports and represents German companies that want to establish or expand their foreign business in North Macedonia.
- Offers wide range of service from individual consulting, location search, market analyses, arranging contacts with local business partners to support in company formation, approval processes and local accounting.
- Organizes conferences and delegation trips to promote exchanges between companies in our markets. We are also involved in dual vocational training in order to contribute to the provision of skilled workers.



## German-Macedonian Business Association (DMWV)

- The largest Macedonian bilateral business organization, with over 170 members.
- Non-profit association for economic cooperation between Germany and North Macedonia.
- Aims to strengthen economic and business ties between Germany and North Macedonia, fostering collaboration, trade, and investment between the two countries.
- Serves as a platform for connecting businesses, entrepreneurs, and professionals from both countries
- Organizes networking activities and events aimed at fostering communication and exploring new business opportunities for members.
- Works in a close cooperation with the AHK North Macedonia

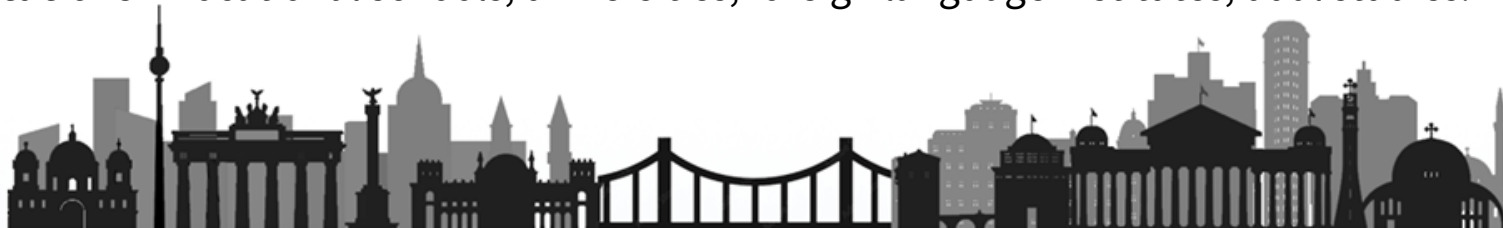




## Target Groups:

The German-Macedonian Business Summit is aimed at companies, investors and decision-makers from Germany and North Macedonia who are interested in deepening bilateral economic relations. The event brings together players from various sectors to promote business opportunities, investments and cooperation.

- **Companies and entrepreneurs** - CEOs, investors and decision makers from German and North Macedonian companies who want to explore trade and investment opportunities.
- **Industry and SME representatives** - companies from sectors such as automotive, engineering, renewable energy, IT, agriculture and manufacturing.
- **Start-ups and innovation companies** - Young companies with innovative business models looking for partnerships or investment.
- **Business organizations and chambers** from Germany and North Macedonia, business development agencies and other institutions that strengthen trade relations.
- **Political decision-makers and institutions** - representatives of the North Macedonian and German governments, ministries and business agencies that help shape the framework conditions for bilateral cooperation.
- **Financial institutions and investors** - banks, development banks and investors interested in financing projects and companies in North Macedonia.
- **Educational institutions** – vocational schools, universities, foreign language institutes, dual studies.





## Program

10:00	Opening ceremony
10:30	<b>Panel 1: German investments and their contribution to the economic development of North Macedonia: successes and challenges</b>
11:30	Networking coffee break
12:00	<b>Panel 2: Availability of skilled labour: a challenge and a strategic factor for investment decisions and economic growth</b>
13:00	<b>The award ceremony of the German-Macedonian Business Awards</b>
13:30	Networking brunch





## German-Macedonian Business Award

- The German-Macedonian Business Award will recognize exceptional achievements in strengthening bilateral economic ties, driving innovation, and promoting cooperation between Germany and North Macedonia.
- This prestigious award will recognize companies that have demonstrated exceptional business practices, growth, and contributions to the development of the German-Macedonian economic relationship.
- The AHK North Macedonia and DMWV aim to honor those companies that set a benchmark for successful cross-border collaboration, serving as role models for others in the business community.





# WHY BECOME a SPONSOR

Sponsoring the first German-Macedonian Business Summit provides ample opportunities to:

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**KEY  
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